

Message Text

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PAGE 01 ATHENS 01969 081634Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 USIA-15 /036 W
-----018582 081719Z /47

P R 081458Z MAR 78
FM AMEMBASSY ATHENS
TO AMEMBASSY PARIS PRIORITY
INFO SECSTATE WASHDC 4870
USDOC WASHDC

UNCLAS ATHENS 1969

E.O. 11652: N/A
TAGS: BEXP, GR
SUBJECT: GREEK BUYER MISSION TO "PRINTEMPS INFORMATIQUE"
USTC PARIS

REF: STATE A-0293

1. TWENTY-FIVE MAN GREEK BUYER MISSION ORGANIZED BY EMBASSY
WILL VISIT SUBJECT EXHIBITION OF U.S. COMPUTER EQUIPMENT:
TWENTY-FOUR MEMBERS WILL ARRIVE AS GROUP MARCH 13 AND WILL BE
ESCORTED BY ECON/COMM SPECIALIST SIMOS TSOMOKOS. GROUP WILL
REMAIN IN PARIS UNTIL MARCH 17. ONE MEMBER WILL TRAVEL SEPARATELY.

2. GREEK MISSION WILL STAY AT AMBASSADUER HOTEL AND WILL ARRIVE
AT APPROXIMATELY 1300 HRS, MARCH 13. MISSION IS PLANNING TO
ARRIVE BY CHARTER BUS AS A GROUP AT PTC AT 09.30 MARCH 14
AND WOULD APPRECIATE TRADE CENTER ASSISTANCE IN INSURING THAT
GREEK BUYERS HAVE OPPORTUNITY TO VISIT ALL EXHIBITS AS A GROUP
DURING FIRST HOUR IN ORDER TO SCHEDULE INDIVIDUAL APPOINTMENTS AS
DESIRED. TSOMOKOS WILL BRING FULL LIST OF GREEK VISITORS FOR
DISTRIBUTION TO EXHIBITORS ON ARRIVAL, AS WELL AS WTDR OR OTHER
CREDIT INFORMATION ON ALL PARTICIPANTS

3. FOLLOWING ARE GROUP MEMBERS:
A. GEORGE COSTOPOULOS, EDP MANAGER, GENERAL AIR STAFF.
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INTERESTED IN SOFTWARE. DIRECT SALES PROSPECTS
B. DIMITRIOS TAMBAKIDES CONSTANTINE MELAS AND GEORGE
DIMOSTHENIDES, EDP SECTION, MINISTRY TO THE PRESIDENCY OF
THE GOVERNMENT OF GREECE. INTERESTED IN OPTICAL READERS AND
EXPOSURE TO LATEST TECHNOLOGY. DIRECT SALES PROSPECTS
C. THEODORE LAMBROPOULOS AND LAMBROS LAMBROPOULOS, EDP SECTION,
BANK OF GREECE. BANK OF GREECE IS CENTRAL BANK WITH MAIN OFFICE

IN ATHENS AND 27 BRANCHES. DIRECT SALES PROSPECTS

D. MINOS NIKOLAIDES, HEAD OF TECHNICAL DEPARTMENT, MOTOR
STATISTIC SERVICE. INTERESTED IN TERMINALS. DIRECT SALES
PROSPECTS

E. BASIL VLACHOS, EDP MANAGER, ASTIR INSURANCE CO., ONE OF
LARGEST INSURANCE COMPANIES IN GREECE. INTERESTED IN TERMINALS.
DIRECT SALES PROSPECTS.

F. NICHOLAS GEORGAREAS, EDP MANAGER, PHOENIX INSURANCE CO., A
WELL ESTABLISHED INSURANCE COMPANY. INTERESTED IN TERMINALS.
DIRECT SALES PROSPECTS

G. NICHOLAS NIRYANNAKIS, EDP SECTION, INTERAMERICAN LIFE
INSURANCE CO., A WELL ESTABLISHED INSURANCE COMPANY. INTERESTED
IN TERMINALS AND EXPOSURE TO LATEST TECHNOLOGY. DIRECT SALES
PROSPECTS.

H. GEORGE AND NICHOLAS KARAHALIOS, EDP MANAGERS, PAPASTRATOS
TOBACCO MFG CO. S.A., ONE OF LARGEST CIGARETTE MANUFACTURERS.
FIRM IS EXPANDING ACTIVITIES IN THE REPRESENTATION OF FOREIGN FIRMS
AND

INTERESTED IN REPRESENTING PARTICIPANTS OF THE SHOW IN GREECE

I. NICHOLAS AND MRS VAMVOUKAS, EDP MANAGER, HELLENIC SHIPYARDS,
ONE OF GREECE'S LARGEST SHIPYARDS. DIRECT SALES PROSPECTS

J. CONSTANTINE AND MRS DAKOS, JOHN MERAVELIOTAKIS AND MISS
PAPAZOUDIS, EDP SECTION OF HELLINIKI TECHNIKI S.A. FIRM IS
PUBLIC WORKS CONTRACTOR (IRRIGATION AND AIRPORTS).

DIRECT SALES PROSPECTS

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K. EVANGELOS VOLOTAS, EDP SECTION, FRANK E BASIL INC., A
CONSULTING ENGINEERING FIRM. DIRECT SALES PROSPECTS

L. S. STAMBOULOPOULOS, MANAGING DIRECTOR OF INTERDATA S.A.,
A COMPUTER TRADING COMPANY. STAMBOULOPOULOS IS INTERESTED IN
REPRESENTATION.

M. LORENZO STELLAS, ADMINISTRATOR OF DATAMATICA LTD., A
COMPUTER TRADING COMPANY. INTERESTED IN REPRESENTATION

N. CONSTANTINE AND MRS NELLAS, ADMINISTRATOR OF SYSTEMA
LTD., A COMPUTER TRADING COMPANY. INTERESTED IN REPRESENTATION

O. DIMITRIOS MINATIDES, GEOLOGIST. INTERESTED IN EXPOSURE TO LATEST
TECHNOLOGY

P. N. CHRYSSAKIS, EDP SECTION OF ARGONAFTIKI LTD., COMPUTER
CENTER. INTERESTED IN TERMINALS

4. ACTION REQUESTED: EMBASSY BELIEVES ABOVE MISSION REPRESENTS
STRONG PROSPECTS FOR FUTURE SALES AND WOULD APPRECIATE
PARIS TRADE CENTER ASSISTANCE AND INCLUSION OF MEMBERS
IN PLANNED HOSPITALITY EVENTS.

MILLS

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NNN

Message Attributes

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Disposition Reason:
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